

## Message Text

CONFIDENTIAL

PAGE 01 PARIS 10889 01 OF 02 031934Z

ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 ICA-11  
TRSE-00 SOE-02 DOE-15 CIAE-00 COME-00 DRC-01 /050 W  
-----088000 031948Z /43/17

R 030807Z APR 78

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 9471

C O N F I D E N T I A L SECTION 01 OF 02 PARIS 10889

USOECD

EXCON

E C O R R E C T E D C O P Y (MRN 10889 VICE 10886)

E.O. 11652: XGDS1

TAGS: ESTC, COCOM

SUBJ: FRENCH PROCESSING OF CASES REQUIRING U.S.

LICENSES: MOTOROLA

REFS: A. STATE 5485; B. PARIS 2730

1. MR. HENRI C. BRUGGER, DIRECTOR OF EAST/WEST TRADE  
IN MOTOROLA'S EUROPEAN HEADQUARTERS IN GENEVA CONTACTED  
USDEL REGARDING THE SAME FRENCH EXPORT LICENSING  
PROBLEM OUTLINED IN REF A. BRUGGER POINTED OUT THAT  
PREVIOUSLY FOR THE EXPORT OF SEMICONDUCTORS FROM  
FRANCE TO EASTERN EUROPE, MOTOROLA HAD APPLIED FOR  
FRENCH EXPORT LICENSES AT THE SAME TIME IT SUBMITTED  
APPLICATIONS FOR U.S. RE-EXPORT LICENSES. HOWEVER,  
ABOUT A YEAR AGO THE FRENCH GOVERNMENT INFORMED  
MOTOROLA THAT IT WOULD NOT ACCEPT APPLICATIONS FOR  
EXPORT LICENSES FROM THE FIRM UNTIL THE COUNTERPART  
U.S. RE-EXPORT LICENSES HAVE BEEN ISSUED. AS  
INDICATED REF A BRUGGER STATED THAT, ACCORDING TO THE  
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 PARIS 10889 01 OF 02 031934Z

FRENCH AUTHORITIES, THIS NEW POLICY WAS BEING IMPOSED  
AT THE REQUEST OF THE U.S. GOVERNMENT. HE ALSO  
POINTED OUT THAT, SINCE THE IMPOSITION OF THE NEW  
POLICY, MOTOROLA HAS BEEN EXPERIENCING INCREASED  
DELAYS BECAUSE OF THE FACT THAT NOW THE TIME REQUIRED  
FOR TWO GOVERNMENT EXPORT LICENSES PROCEDURES IS  
CUMULATIVE. BRUGGER INDICATED TO USDEL THAT MOTOROLA

WOULD HAVE NO OBJECTION TO THE USE OF ITS NAME IN DISCUSSIONS WITH THE FRENCH AUTHORITIES ON THIS MATTER.

2. USDEL CALLED ON FRENCH DEL TO DISCUSS MOTOROLA'S PROBLEM. USDEL PREFACED HIS REMARKS BY EXPLAINING THAT WHILE HE FULLY UNDERSTOOD THAT THE LICENSING PROCEDURES IN FRANCE ARE AN INTERNAL MATTER CONCERNING ONLY THE FRENCH GOVERNMENT, HE WAS RAISING THE MOTOROLA PROBLEM SINCE IT APPEARED TO BE IN THE INTERESTS OF BOTH OF THEIR GOVERNMENTS TO HELP EXPEDITE THE EXPORTS OF THIS FIRM'S OPERATION LOCATED IN FRANCE. AFTER OUTLINING THE SITUATION EXPLAINED IN PARA 1 ABOVE, USDEL SAID THAT HE WISHED TO MAKE SURE THAT THE FRENCH AUTHORITIES UNDERSTAND THAT, CONTRARY TO WHAT MOTOROLA HAS APPARENTLY BEEN TOLD BY SOMEONE IN FRENCH GOVERNMENT, THE UNITED STATES DOES NOT WISH TO SEE FRENCH LICENSING ACTION HELD UP PENDING THE OUTCOME OF U.S. RE-EXPORT LICENSING PROCEDURES.

3. THE FRENCH DEL QUICKLY RESPONDED THAT HIS AUTHORITIES FULLY UNDERSTAND THE LATTER POINT MADE BY USDEL AND THEN WENT ON TO EXPLAIN THAT THE FRENCH GOVERNMENT HAD ON ITS OWN INITIATIVE OVER A YEAR AGO MADE A DECISION TO REQUIRE THE ISSUANCE OF U.S. CONFIDENTIAL

CONFIDENTIAL

PAGE 03 PARIS 10889 01 OF 02 031934Z

RE-EXPORT LICENSES BEFORE ACCEPTING APPLICATIONS FOR THE EXPORT OF SEMICONDUCTORS BY MOTOROLA. THE FRENCH DEL EXPLAINED THAT THIS DECISION HAD BEEN MADE BECAUSE IT HAD PREVIOUSLY BEEN FOUND THAT FRENCH EXPORT LICENSE DOCUMENTS AND EXCEPTION REQUESTS TO COCOM FREQUENTLY HAD TO BE ALTERED BECAUSE OF CHANGES IMPOSED BY U.S. LICENSING AUTHORITIES ON EXPORTS PROPOSED BY MOTOROLA. THE REQUIRED CHANGES, HE SAID, GREATLY COMPLICATED AND AT TIMES PROLONGED THE PROCESSING OF FRENCH EXPORT LICENSES AND EXCEPTION REQUESTS. HE WENT ON TO EXPLAIN THAT, FOR THIS REASON, THE FRENCH GOVERNMENT BELIEVED THAT EASIEST AND MOST EXPEDITIOUS MEANS OF HANDLING THIS PROBLEM IS TO REQUIRE THE ISSUANCE OF U.S. RE-EXPORT LICENSES BEFORE ACCEPTING COUNTERPART APPLICATIONS FROM MOTOROLA. THE FRENCH DEL CLAIMED THAT THE DELAYS ON MOTOROLA'S EXPORTS WERE NOT UNDULY DELAYED IN FRANCE, IMPLYING THAT DELAY PROBLEM IS ACTUALLY IN WASHINGTON. HAVING SAID ALL THIS, THE FRENCH DEL DID INDICATE THAT HE WOULD RAISE THE ISSUE ONCE AGAIN WITH HIS SUPERIORS, BUT INDICATED THAT HE HAD NO

CONFIDENTIAL

NNN

CONFIDENTIAL

PAGE 01 PARIS 10889 02 OF 02 031935Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 ICA-11  
TRSE-00 SOE-02 DOE-15 CIAE-00 COME-00 DRC-01 /050 W  
-----088027 031950Z /43/17  
R 030807Z APR 78  
FM AMEMBASSY PARIS  
TO SECSTATE WASHDC 9472

C O N F I D E N T I A L SECTION 02 OF 02 PARIS 10889

C O R R E C T E D C O P Y (MRN 10889 VICE 10886)

IDEA WHETHER THEY WOULD RECONSIDER THE PRESENT POLICY  
RE MOTOROLA. (FRENCH DEL CLAIMED THAT THIS POLICY  
AFFECTED ONLY MOTOROLA BUT IT SEEMS LIKELY OTHER  
FIRMS MAY HAVE SIMILAR PROBLEMS.)

4. USDEL RELATED THE FRENCH DEL'S REMARKS TO  
MR. BRUGGER WHO STATED THAT IT WAS NOT TRUE THAT  
THE U.S. LICENSING AUTHORITIES FREQUENTLY IMPOSE  
CHANGES ON MOTOROLA'S PROPOSED EXPORTS, NOTING THAT  
THE USG MERELY APPROVES OR DISAPPROVES THESE EXPORTS.  
HE DID ACKNOWLEDGE, HOWEVER, THE DELAY PROBLEM WAS  
PRIMARILY IN THE U.S.

5. USDEL SUGGESTED TO BRUGGER THAT, SINCE IT WAS  
NOT TRUE THAT U.S. LICENSING AUTHORITIES FREQUENTLY  
MADE CHANGES IN MOTOROLA'S PROPOSED EXPORTS, THE  
FIRM MIGHT CONSIDER MAKING A DOCUMENTED PRESENTATION  
TO THE FRENCH AUTHORITIES ON THIS POINT.  
BRUGGER SAID HE WOULD CONSIDER THIS IDEA. HE NOTED,  
HOWEVER, THAT EVEN IF THE FRENCH AUTHORITIES ACCEPTED  
MOTOROLA'S CLAIM IN THIS REGARD THEY WOULD STILL  
ARGUE AS THEY HAVE IN THE PAST THAT THERE IS NO  
PURPOSE SERVED BY HAVING FRENCH EXCEPTION REQUESTS  
LYING AROUND IN COCOM FOR MONTHS AWAITING U.S.  
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 PARIS 10889 02 OF 02 031935Z

RE-EXPORT LICENSING ACTION.  
SALZMAN

CONFIDENTIAL

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EAST WEST TRADE, LICENSES, STRATEGIC TRADE CONTROLS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978PARIS10889  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** X1  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780144-0027  
**Format:** TEL  
**From:** PARIS USOECD  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780499/aaaadgjr.tel  
**Line Count:** 174  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 30e580b7-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 4  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 5485, 78 PARIS 2730  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 18 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3092842  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FRENCH PROCESSING OF CASES REQUIRING U.S. LICENSES: MOTOROLA  
**TAGS:** ESTC, COCOM  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/30e580b7-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014